

QUESTIONS AND ANSWERS

PLEASE REFER TO THE GENERAL FAQs SECTION OF ARPA-E'S WEBSITE ([HTTP://ARPA-E.ENERGY.GOV/?Q=FAQ/GENERAL-QUESTIONS](http://arpa-e.energy.gov/?Q=FAQ/GENERAL-QUESTIONS)) FOR ANSWERS TO MANY GENERAL QUESTIONS ABOUT ARPA-E AND ARPA-E'S FUNDING OPPORTUNITY ANNOUNCEMENTS. ADDITIONAL QUESTIONS SPECIFIC TO THIS FOA ONLY ARE INCLUDED BELOW. PLEASE REVIEW ALL EXISTING GENERAL FAQs AND FOA-SPECIFIC QUESTIONS BEFORE SUBMITTING NEW QUESTIONS TO ARPA-E.

I. Concept Paper Phase Questions:

Q1. I am inquiring if a proposal to this opportunity focused on algorithm development targeting Technical Category B: "People counting sensors for commercial use" would be of interest. Our approach is largely technology agnostic regarding the type of sensor(s) used, and at least for Phase I will be exclusively focused on algorithm development.

Would such a hardware-agnostic algorithmic Phase I effort be of interest, or does it need to be paired with a specific hardware system as part of a more complete solution?

- A) **ANSWER:** ARPA-E does not prescreen concepts prior to submission. ARPA-E will review compliant and responsive concept paper submissions and provide feedback either encouraging or discouraging submission of a Full Application.
- B) As stipulated in Section II.A. of the SENSOR SBIR FOA, "Applicants must apply for a Combined Phase I/II/IIS Award. Combined Phase I/II/IIS Awards are intended to develop transformational technologies with disruptive commercial potential. Such commercial potential may be evidenced by (1) the likelihood of follow-on funding by private or non-SBIR/STTR sources if the project is successful, or (2) the Small Business Concern's record of successfully commercializing technologies developed under prior SBIR/STTR awards."
- C) Please be aware that a public teaming list is running for the SENSOR FOA to aid in team formation.

Q2. I have some questions about this FOA and I greatly appreciate it if you can provide your input.

- Do you prefer a particular sensing system solution for this FOA?
- We do have ***** sensing solutions that respond well to the requirements mentioned in the solicitation. The only requirement that we might not be able to address is the "*****" metric mentioned in the FOA. If we submit our concept papers in response to this FOA, is there any chance that you would consider our concept papers for review/funding?

ANSWER: ARPA-E does not prescreen concepts prior to submission. ARPA-E will review compliant and responsive concept paper submissions and provide feedback either encouraging or discouraging submission of a Full Application.

QUESTIONS AND ANSWERS

Q3. Where can I find “Technical Category” of FOA listed below? This is required in the “Concept Paper Template” but cannot find it. Also “Concept Paper Template” asks for Funding info (Fed, Cost share ---)? Is this for the Phase I or the Total? It needs to be ROM at this point. Is it OK?

ANSWER: Technical Categories are described in Section I. E. Technical Categories of Interest in the DE-FOA-0001738 Funding Opportunity Announcement.

Q4. : For the contact paper, it was stating about Category A, B, C, or D. What if the project falls under both the low-cost and real world testing; would we be able to use both in the contact paper?

ANSWER: Applicants may submit Concept Papers addressing Category A, B, C or any combination thereof. Applicants may also submit Concept Papers solely to Category D. Concept Papers submitted to Category D must be devoted solely for Category D. ARPA-E is not limiting the number of Applications that may be submitted by Applicants, provided that each Application is scientifically distinct. Thus, Applicants may submit a Concept Paper for Category A and/or B and/or C, plus a separate Concept Paper for Category D. However, a Concept Paper submitted to Category D may not identify any other technical Category, or else it will be found to be noncompliant.

Q5. When will the organizations know as to when the deadlines are due in the future after the papers is submitted?

ANSWER: Information will be provided by modification to the Funding Opportunity Announcement subsequent to disposition of concept papers.